

<b>Cost &amp; Size Comparisons For New Manufactured Homes and New Single Family Site Built Homes (2000-2005)</b>						
<i>New Manufactured Homes</i>						
<b>Year</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004 ( r )</b>	<b>2005</b>
<b>All</b>						
Avg. Sales Price	46,400	48,900	51,300	54,900	58,200	62,300
Avg Square Foot	1,505	1,545	1,590	1,620	1,625	1,595
Avg Cost per Sq ft.	\$ 30.83	\$ 31.65	\$ 32.26	\$ 33.89	\$ 35.82	\$ 39.06
<b>Single</b>						
Avg. Sales Price	30,200	30,400	30,900	31,900	32,900	33,800
Avg Square Foot	1,130	1,115	1,125	1,100	1,090	1,080
Avg Cost per Sq ft.	\$ 26.73	\$ 27.26	\$ 27.47	\$ 29.00	\$ 30.18	\$ 31.30
<b>Double</b>						
Avg. Sales Price	53,600	55,200	56,100	59,700	63,400	68,600
Avg Square Foot	1,675	1,695	1,710	1,735	1,745	1,725
Avg Cost per Sq ft.	\$ 32.00	\$ 32.57	\$ 32.81	\$ 34.41	\$ 36.33	\$ 39.77
<i>Housing Starts &amp; MH Shipments (thousands of units)</i>						
<b>Year</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>
<i>New Single Family</i>						
Housing Starts	1,231	1,273	1,359	1,499	1,611	1,716
Percent of Total	83%	87%	89%	92%	92%	92%
<i>Manufactured Homes Shipments</i>						
Shipped	250	193	169	131	131	147
Percent of Total	17%	13%	11%	8%	8%	8%
<b>Total</b>	<b>1,481</b>	<b>1,466</b>	<b>1,528</b>	<b>1,630</b>	<b>1,742</b>	<b>1,863</b>
<b>New Single Family Site-Built Homes sold (house and the land sold as a package)</b>						
Avg. Sales Price	207,000	213,200	228,700	246,300	274,500	297,000
Derived Average Land Price	47,476	49,056	54,560	62,929	73,082	78,219
<b>Price of structure</b>						
Avg Square Foot	2265	2282	2301	2315	2366	2414
Avg Price Per Sq ft. (excl land)	\$ 70.43	\$ 71.93	\$ 75.68	\$ 79.21	\$ 85.13	\$ 90.63
<i>Manufactured Homes Shipments</i>						
<b>Year</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>
Total	250,419	193,120	168,489	130,815	130,748	146,881
Single	74,919	48,924	37,156	26,202	33,965	52,027
Multi	175,500	144,196	131,333	104,613	96,783	94,854
Estimated Retail Sales	N/a	N/a	N/a	N/a	N/a	N/a
<i>New Manufactured Homes Placed for Residential Use</i>						
	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>
Located in Communities	31%	33%	33%	30%	31%	34%
Located in Private Property	69%	67%	67%	70%	69%	66%
Titled as Personal Property	75%	76%	70%	64%	64%	61%
Titled as Real Estate	21%	21%	26%	32%	31%	30%
Source: These data are produced by the U.S. Commerce Department's Census Bureau from a survey sponsored by the U.S. Department of Housing and Urban Development.						

( r ) revised

**Cost & Size Comparisons  
For New Manufactured Homes  
and New Single Family  
Site Built Homes  
(1994-1999)**

### New Manufactured Homes

Year	1994		1995		1996		1997		1998		1999	
<b>All</b>												
Avg. Sales Price		32,800		35,300		37,200		39,800		41,600		43,300
Avg Square Foot		1,335		1,360		1,385		1,420		1,455		1,465
Avg Cost per Sq ft.	\$	24.57	\$	25.96	\$	26.86	\$	28.03	\$	28.59	\$	29.56
<b>Single</b>												
Avg. Sales Price		23,500		25,800		27,000		27,900		28,800		29,300
Avg Square Foot		1,105		1,135		1,165		1,200		1,240		1,120
Avg Cost per Sq ft.	\$	21.27	\$	22.73	\$	23.18	\$	23.25	\$	23.23	\$	26.16
<b>Double</b>												
Avg. Sales Price		42,000		44,600		46,200		48,100		49,800		51,100
Avg Square Foot		1,555		1,575		1,580		1,575		1,580		1,655
Avg Cost per Sq ft.	\$	27.01	\$	28.32	\$	29.24	\$	30.54	\$	31.52	\$	30.88

## Housing Starts & MH Shipments

Year	1994	1995	1996	1997	1998	1999
<i>New Single Family</i>						
Housing Starts	1,198	1,076	1,161	1,134	1,271	1,302
Percent of Total	80%	76%	76%	76%	77%	79%
<i>Manufactured Homes Shipments</i>						
Shipped	304	340	363	354	373	348
Percent of Total	20%	24%	24%	24%	23%	21%
<b>Total</b>	<b>1,502</b>	<b>1,416</b>	<b>1,524</b>	<b>1,488</b>	<b>1,644</b>	<b>1,650</b>

[illegible]

Site-Built Homes sold (house and the land sold as a package)

Avg. Sales Price	154,500	158,700	166,400	176,200	181,900	195,600
Derived Average Land Price	31,070	30,678	31,846	33,227	34,709	45,238
<b>Price of structure</b>						
Avg Square Foot	2050	2050	2090	2140	2170	2221
Avg Price Per Sq ft. (excl land)	\$ 60.21	\$ 62.45	\$ 64.38	\$ 66.81	\$ 67.83	\$ 67.70

*Manufactured Homes Shipments*

Year	1994	1995	1996	1997	1998	1999
Total	303,903	339,889	363,345	353,676	373,143	348,102
Single	156,160	174,010	173,557	148,809	144,608	122,575
Multi	147,743	165,879	189,788	204,867	228,535	225,527
Estimated Retail Sales	N/a	N/a	N/a	N/a	N/a	N/a

*New Manufactured Homes Placed for Residential Use*

	1994	1995	1996	1997	1998	1999
Located in Communities	32%	32%	32%	32%	33%	32%
Located in Private Property	68%	68%	68%	68%	67%	68%
Titled as Personal Property	89%	89%	88%	86%	85%	81%
Titled as Real Estate	9%	10%	11%	13%	13%	16%

Source: These data are produced by the U.S. Commerce Department's Census Bureau from a survey sponsored by the U.S. Department of Housing and Urban Development.